

Historic, archived document

Do not assume content reflects current scientific knowledge, policies, or practices.

Have later edition

U. S. DEPARTMENT OF
AGRICULTURE
FARMERS' BULLETIN No. 1539

HIGH-GRADE
ALFALFA HAY

Methods of Producing,
Baling, and Loading
for Market



OFFICIAL United States standards for the inspection and certification of alfalfa hay consist of numerical grades, U. S. No. 1, U. S. No. 2, and U. S. No. 3, based on definite leafiness, color, and foreign material requirements. Hay must also be sound and sweet to meet the requirements of these numerical grades. Hay which is unsound, which contains over 15 per cent foreign material, or which otherwise fails to meet the requirements of the numerical grades, is graded as U. S. Sample grade. These grades cover the bulk run of all commercial alfalfa hay.

Special grades entitled "Extra Leafy" and "Extra Green" are provided to cover those occasional lots of hay which are unusually superior as to leafiness or color. A special grade entitled "Coarse" is provided for hay having hard, round stems of exceptional coarseness. A special grade entitled "Leafy" is provided for hay which has the leaf quality of U. S. No. 1 Alfalfa and the color of U. S. No. 2 or No. 3, and another special grade entitled "Green" is provided for hay which has the color quality of U. S. No. 1 Alfalfa and the leaf quality of U. S. No. 2 or No. 3. When used, these special grades are combined with the numerical grades, as: U. S. No. 1 Extra Leafy Alfalfa, U. S. No. 1 Extra Green Alfalfa, U. S. No. 2 Coarse Alfalfa, U. S. No. 2 Leafy Alfalfa, and U. S. No. 2 Green Alfalfa.

Federal or Federal-State hay certificates are issued by inspectors who are trained and licensed by the United States Department of Agriculture and who are located at certain designated shipping points and central markets. These inspectors are supervised by Federal hay inspection supervisors located at the following addresses: Washington, D. C.; Kansas City, Mo.; Chicago, Ill.; Atlanta, Ga.; Los Angeles, Calif.; Salt Lake City, Utah; and San Antonio, Tex.

HIGH-GRADE ALFALFA HAY: METHODS OF PRODUCING, BALING, AND LOADING FOR MARKET

By EDWARD C. PARKER, *Senior Marketing Specialist, Hay, Feed, and Seed Division, Bureau of Agricultural Economics*

CONTENTS

	Page		Page
Insufficient supplies of high-grade alfalfa hay for dairy use.....	1	Weather damage.....	4
High-grade alfalfa hay is a profitable cash crop.....	2	Grade affected by time of cutting.....	5
Market prices for high-grade and low-grade alfalfa hay.....	2	Curing methods to preserve leafiness and color.....	7
Characteristics of high-grade alfalfa hay.....	2	Methods of handling alfalfa hay from windrow.....	10
Causes of low-grade alfalfa hay.....	3	Storage of loose hay to resist weather damage.....	14
Good stand necessary to produce high-grade alfalfa hay.....	4	Baling practice.....	18
Clean meadows.....	4	Piling bales of unsweated hay.....	21
		Loading cars.....	22

INSUFFICIENT SUPPLIES OF HIGH-GRADE ALFALFA HAY FOR DAIRY USE

TO-DAY the chief demand for baled alfalfa hay is from the dairy-cattle feeders. Producers and shippers who market alfalfa hay must, ordinarily, meet the quality demands of the dairymen if profitable returns are to be made from alfalfa as a cash crop.

Dealers in all the big alfalfa-hay-distributing markets annually receive thousands of orders from dairymen for high-grade alfalfa hay which they can not fill because an insufficient quantity of such hay is produced. Hay-market reports constantly contain such phrases as "Top grades of alfalfa hay in brisk demand with offerings limited; market draggy and weak for low grades." Without question a much greater quantity of high-grade alfalfa hay could be profitably produced and marketed in the United States. Farmers who grow alfalfa for a cash crop should study market demands and then make their production and loading practices conform to the market requirements.

Great numbers of dairymen, who do not now utilize much alfalfa hay, but who depend largely on mill feeds for protein, would become buyers of alfalfa hay if supplies of high-grade alfalfa hay were available at all times. Many farmers are intermittent sellers of low-grade, surplus hay, but comparatively few specialize in the production of high-grade market alfalfa hay. There is an excellent opportunity for more producers to enter the business of supplying high-grade alfalfa hay for the dairy trade.

HIGH-GRADE ALFALFA HAY IS A PROFITABLE CASH CROP

High-grade alfalfa hay, properly loaded, and marketed in a business-like manner, is normally a profitable cash crop in all major alfalfa-producing areas where freight rates to the consuming districts are not prohibitive. On the other hand, there is little or no profit to the producer in marketing low-grade alfalfa hay. In some instances, the returns are no greater than the freight and commissions, and in many instances, they will not cover production costs, freight, and commissions. Except in years of hay shortage and abnormal prices the low-grade alfalfa hay should be fed locally for the maintenance of stock cattle, horses, or mules, and should not be shipped to the distributing and consuming hay markets that are commonly glutted with low-grade hay.

MARKET PRICES FOR HIGH-GRADE AND LOW-GRADE ALFALFA HAY

The top grades of alfalfa hay always command premium prices. High-grade alfalfa hay competes with mill-feed concentrates to a considerable extent in the dairy trade but there is little or no competition between high-grade alfalfa hay and low-grade hays of any kind. The dairy-cattle feeder can not make as good use of low-grade alfalfa hay as can the feeders of stock cattle, horses, and mules. The producer of high-grade alfalfa hay has a specialized consumers' market in which to sell his commodity.

To illustrate the favorable price position of the top grades of alfalfa hay, the averaged prices for the most important United States grades of alfalfa hay are here given for the period May, 1926, to January, 1929, at Kansas City.

	Per ton
U. S. No. 1 Alfalfa.....	\$20. 00
U. S. No. 2 Alfalfa.....	17. 00
U. S. No. 3 Alfalfa.....	14. 00

During this period alfalfa hay of the very leafy, clinging foliage type, which is graded under the United States standards as U. S. No. 1 or U. S. No. 2 Extra Leafy Alfalfa, sold at premiums of \$3 to \$8 per ton above the prices paid for straight U. S. No. 1 Alfalfa. Premiums of \$4 to \$8 were paid for the special grade of Extra Leafy during the late winter and early spring months of each year and \$3 to \$5 during the summer and autumn months.

Alfalfa hay that is graded downward on account of weeds and trash or mixtures of alfalfa and any other hay plants is commonly sold at prices that are low as compared with the prices for the top grades of pure alfalfa hay.

CHARACTERISTICS OF HIGH-GRADE ALFALFA HAY

Purity, a high percentage of leaves, clinging foliage, green color, and pliable stems are the essential characters of high-grade alfalfa hay. Leafy alfalfa hay having one or more of these other desirable characters is the type of legume forage that is always in demand with the dairy-cattle feeders because of its well-recognized effect on milk flow.

In the official United States hay standards, alfalfa hay is classified according to its purity. The class named "Alfalfa" can not contain over 5 per cent of grasses nor over 10 per cent of other legumes. If the grass content is over 5 per cent but not over 20 per cent the class is designated as "Alfalfa Light Grass Mixed." The grading factors in the United States standards are leafiness, color, and foreign material, any one of which may lower the grade of a lot of hay. Leafiness is considered the most important grading factor because two-thirds or more of the protein of the alfalfa plant is carried in the leaves. Thus a leafy type of alfalfa hay is relatively high in protein, and a stemmy type is relatively low. Leafy types of alfalfa hay, also, commonly have relatively pliable stems. Palatability, vitamins, other delicate feed nutrients, and laxative properties are commonly associated with undamaged green color. Thus, color is an important factor in high-grade alfalfa hay. Weeds, stubble, decayed rakings, and other forms of foreign material are so much waste in alfalfa hay. The United States standards do not permit over 5 per cent of foreign material in the No. 1 grade.

CAUSES OF LOW-GRADE ALFALFA HAY

Federal hay inspection at Kansas City, Chicago, and other markets, as well as observations made by representatives of the United States Department of Agriculture in numerous alfalfa areas, show that the most common causes of low-grade alfalfa hay are the following:

Meadows with thin stands of alfalfa in which weeds and/or grasses accumulate. Thin stands, also, cause relatively coarse, hard stems, and a lower percentage of leaves is borne on coarse stems than on fine stems.

Foreign material in the form of partly decayed rakings from the previous cutting. Many autumn cuttings, especially, contain from 10 to 15 per cent of these rakings, which cause a lowering of grade on account of foreign material and which give the hay an unattractive appearance.

Weather damage, which causes loss of green color, leaf shattering from extra handling, stack spots in poorly built stacks, and mustiness or moldiness if stacked, baled, or loaded while wet.

Overripeness at time of cutting, which causes a relatively low degree of leafiness, hard and fibrous stems, and a weak and faded color.

Overdrying, in the swath, windrow, cock, or small stack, which causes a severe shattering of the leaves, brittle stems, and a loss of green color from sun bleaching.

Baling undercured hay from windrows or cocks followed by immediate loading into cars, which causes heating, mustiness, and moldiness.

Stacking distinctly undercured hay, which causes severe fermentation often resulting in extensive mustiness and moldiness.

Baling during very hot, dry, or windy weather, which shatters the leaves and causes stemmy appearing bales or bales with a low percentage of leaves. Bales with a high percentage of shattered leaves are not wanted by dairymen because of the leaf losses incurred in handling the hay in dairy barns.

GOOD STAND NECESSARY TO PRODUCE HIGH-GRADE ALFALFA HAY

The foundation of the business of producing alfalfa hay for market is a good, pure, stand. Seed of varieties known to have local adaptation, free from foul weeds, and sown in sufficient quantity to produce a thick stand of alfalfa is of the greatest importance.

Good crops of high-grade alfalfa hay can not be produced on thinly sown meadows nor on very old meadows where the stand has become thin. Invariably such meadows are weedy and grassy, the stems are relatively coarse, and the percentage of leaves is relatively low. Under these conditions it is impossible to produce pure, leafy alfalfa hay that will have an attractive appearance on the market. Good policy in the production of alfalfa hay for market, as well as good crop rotation practice, requires the occasional breaking up of old meadows. The yield per acre is low on old meadows, and the percentage of weeds and grasses is usually high. Weeds may lower the grade of alfalfa hay. Grass-mixed alfalfa hay, even though it be of high grade, does not sell on a parity with pure alfalfa hay of equal grade. The pure, thick stands of alfalfa have the fine stems and high degree of leafiness essential to the making of the high-grade type of hay that is preferred for dairy-cattle feeding.

CLEAN MEADOWS

Buyers and dealers in all markets discriminate against alfalfa hay containing grain stubble, corn stubs, alfalfa roots, or the partly decayed rakings of the previous cutting. All these materials are defined as foreign material in the United States hay standards, and alfalfa hay is graded downward in all cases in which a lot of hay meets the leafiness and color requirements of any one of the numerical grades but the percentage of foreign material exceeds the maximum quantity allowed for that grade. The grade of U. S. No. 1 Alfalfa tolerates a maximum of 5 per cent foreign material; No. 2 grade, 10 per cent; No. 3 grade, 15 per cent; and if the foreign material exceeds 15 per cent the hay is graded Sample grade. For this reason producers who ship baled alfalfa hay to market should give careful attention to keeping the meadows clean and free from trash.

Meadows should be raked in the spring of each year to remove as much grain stubble, corn stubs, or old alfalfa roots, as is possible from newly seeded fields, or to remove the spoiled hay left on the meadow from the previous year's operations. After each cutting the meadows should be carefully raked to clean up the loose rakings before new growth begins. Pureness and attractive appearance are important factors in making a profitable sale of alfalfa hay. Meadows can be raked at the rate of approximately 20 acres per day by one man and two horses and at an approximate cost of \$5 or \$6. The loss of one grade in the market on account of foreign material for a field of 20 acres yielding 1 ton per acre would amount to \$40 or \$50 and possibly more.

WEATHER DAMAGE

Low grades of alfalfa hay caused by rain damage in the swath, windrow, or cock can not always be prevented even by the most skillful farm managers. There is no escape from the unexpected rain

that falls on hay prior to its being stored away. A close observance of Weather Bureau reports, however, is of genuine value to hay producers in planning their haying operations and in decreasing the chances for damage. Damaged hay resulting from poorly built stacks (fig. 8), uncovered piles of bales, hauling and loading during storms, and baling rain-damp hay can be prevented by forethought and good management. Loss of grade on account of rains, heavy dews, and fogs during the curing process is minimized when alfalfa is cut at the proper stage of maturity and thereafter handled with modern machinery and by the most rapid and approved methods.

GRADE AFFECTED BY TIME OF CUTTING

TIME OF CUTTING RECOMMENDED

In most instances alfalfa intended for market should be cut when one-tenth to one-fourth in bloom or when new growth starts from



FIGURE 1.—Mowing alfalfa hay. To make high-grade hay the crop should be cut when one-tenth to one-quarter in bloom, or when new growth starts from the crowns. After half bloom, the stems become hard, and many leaves are shed. Leafiness is the most important factor in grading and market value

the crowns, irrespective of the bloom. (Fig. 1.) Little, if any, increase of tonnage will be gained by allowing the crop to stand longer. At this stage of maturity the leaves usually constitute anywhere from 45 to 55 per cent of the total weight of the plants, and the stems have not become objectionably hard and woody. The grade of U. S. No. 1 Alfalfa can be attained in practically all alfalfa districts of the United States when crops are cut at this stage of maturity, providing the hay is properly cured and baled and not subjected to much damage from weather. In fact, where stands are thick and well watered, the special or fancy grade of U. S. No. 1 Extra Leafy Alfalfa or U. S. No. 1 Extra Green Alfalfa can be attained with hay cut at this stage of maturity.

BUD-STAGE CUTTING

The highest possible quality or grade of alfalfa hay is obtained when the crop is cut in the prebud or bud stage. At this growth stage the stems are soft and pliable, the leaves constitute 55 to 65 per cent of the total weight of the plants, the amount of rich, natural green color is great, and the percentage of protein is exceptionally high. It is impracticable and unprofitable, however, to cut all the various crops in the year at this stage of maturity. In the first place, the yearly tonnage is usually not as great as when the cutting is done at one-tenth to one-quarter bloom. In the second place, a continuous practice of bud-stage cutting usually weakens the vitality of the crowns and roots, shortens the life of the meadow, and causes an increase of grasses and weeds in the meadow. Experimental evidence on the time of cutting alfalfa indicates, however, that occasional bud-stage cuttings, such as one in three, or possibly one in two in very favorable alfalfa climates, may be made without seriously affecting the strength and thickness of the stand.

EFFECT OF LATE CUTTING

Large quantities of alfalfa hay are annually marketed in the United States from crops cut at full bloom or in the early pod stage of maturity. This type of hay is especially common in the first cutting made each season in the North Central and Rocky Mountain States. In the majority of cases alfalfa hay of this character grades No. 2 or No. 3 under the United States standards, irrespective of weather damage, either because of insufficient leaves or of insufficient color for the No. 1 grade, and sometimes because of both insufficient leaves and color. Under very favorable conditions of growth and curing, alfalfa cut anywhere from half bloom to the early pod stage will retain sufficient leaves for the grade of U. S. No. 1 Alfalfa, but in many cases the plants shed so many leaves from the lower half of the stalks after half bloom that the percentage of leaves in the cured hay is below the 40 per cent requirement for U. S. No. 1 Alfalfa. Late-cut alfalfa also has hard and relatively woody stems which are not very objectionable to horse, mule, and stock-cattle feeders, but which are objectionable to dairy-cattle feeders and, therefore, lower the sale value of the hay in the dairy trade. Many producers in the North Central and Rocky Mountain States could profitably advance the cutting stage a week or so, for the first cutting. A better grade of alfalfa hay would result, and the seasonal tonnage would be increased because of the longer growing period thus given to subsequent cuttings.

The United States alfalfa standards¹ contain a provision that "hay in which a majority of the alfalfa stalks bear seed pods shall not be graded higher than No. 2 of any class nor be assigned any special grade except "Coarse." The intention of this specification is to keep all poddy and overripe hay out of the No. 1 grade because of its woody character and its low feed value as compared with earlier cut hay.

¹ UNITED STATES DEPARTMENT OF AGRICULTURE, BUREAU OF AGRICULTURAL ECONOMICS. HANDBOOK OF OFFICIAL HAY STANDARDS. P. 10. 1928.

TIME OF CUTTING AND WEATHER DAMAGE

Cutting alfalfa not later than one-fourth bloom provides a safeguard of considerable value against losses in quality that may subsequently occur during the curing period from sun bleach, overdrying, and damage from rain or heavy dew. The U. S. No. 1 grade for alfalfa hay does not demand perfect color nor a perfect degree of leafiness. It tolerates a moderate degree of sun bleach, shower or dew discoloration, and the mechanical loss of a part of the leaves from handling. Thus early cut alfalfa, if perfectly cured, has a degree of color and leafiness above the minimum requirements for the No. 1 grade and can suffer moderate damage without having its grade lowered.

When alfalfa is cut at or near the full-bloom stage, however, it has already lost some of its leaves and color and is thus at the bottom of the No. 1 grade, or possibly in the No. 2 grade, even though the curing is perfectly accomplished. Such hay loses its grade rapidly if swath bleaching, overdrying, or rain or dew damage occurs during the curing period. The earlier-cut hay enters the curing period with a surplus of quality which the late-cut hay lacks.

CURING METHODS TO PRESERVE LEAFINESS AND COLOR

Haymaking methods for high-grade alfalfa hay must give first consideration always to the preservation of maximum amounts of leafiness and color. Methods for the rapid evaporation of moisture must be given consideration, but such methods should not sacrifice a high degree of leafiness and color in order to save time in curing.

Newly mown alfalfa has a moisture content of 70 per cent or more, and thoroughly air-dried hay about 12 per cent. Alfalfa hay is ordinarily dry enough to stack or mow safely when the moisture content has been reduced to 25 per cent, and it should be slightly drier (about 20 per cent moisture) if it is to be baled from the windrow. It may be cocked safely when only wilted and when the moisture content is about 40 per cent. As no accurate moisture tests are possible for the haymaker, he can only follow such general tests as are based on experience and judgment. Alfalfa hay, for example, with the leaves dry but with the stems showing slight toughness when twisted, usually contains from 25 to 30 per cent of moisture and is in a proper condition for stacking or mowing.

PREVENTION OF OVERDRYING

Preservation of a high degree of leafiness and color demands that all handling of alfalfa be done when the hay is in a tough or at least slightly tough condition. Overdrying in the swath or windrow invariably results in a material shattering and loss of leaves during the raking, stacking, or windrow-baling processes, and the loss of much green color from sun bleaching. It is essential for the haymaker to time the operations of cutting, raking, cocking, stacking, and baling, so that the final storage or baling work may be reached with the machinery and crew available before overdrying and shattering takes place. One of the principal causes for overdry and shattered alfalfa hay is the tendency on the part of many producers to

cut more hay than can be subsequently raked and stored while in good condition for handling with the machinery and crew available.

TIME OF DAY TO BEGIN CUTTING

The best time of the day at which to begin cutting varies according to local climatic conditions. In arid climates, where dews are uncommon and where the night temperatures are relatively high, many skilled alfalfa hay producers begin cutting in the late afternoon and then begin raking and windrowing at sunrise when the hay is wilted. In regions of dews and cool nights the best time to begin cutting is usually considered to be in the early morning, the raking and windrowing being done within a few hours after the cutting.

Essential points to consider are (1) facilitating rapid evaporation of a large part of the moisture in the newly mown hay by exposing it to sun and wind in the swath, where the rate of evaporation is faster than in the windrow, bunch, or cock, and (2) performing the operations of raking and windrowing while the hay is tough and the leaves are not easily shattered.

SWATH CURING

The rapid evaporation of moisture and the preservation of leafiness and color are jointly accomplished in the most practical manner when the hay is wilted for a short time in the swath and then either windrowed with the side-delivery rake or cocked to complete the evaporation of moisture to that degree where the hay may be stored or baled. No definite period of time for swath curing should be assigned, as it will vary greatly according to tonnage of hay per acre, temperature, sunshine, wind, and atmospheric humidity. The rule should be rather in terms of the condition of the hay in the swath; that is, the hay should be well wilted before being raked.

USE OF TEDDERS AND DUMP RAKES

The choice and the proper use of machinery for handling alfalfa from the swath to the windrow or cock are subjects worthy of careful consideration in the production of high-grade hay. Some years ago the tedder or "kicker" was rather widely used to loosen heavy cuttings of alfalfa and clover in the swath and thus facilitate the evaporation of moisture. The tedder has been largely abandoned in recent years because its use tends to shatter the leaves of legume hays. The dump rake, also commonly employed for windrowing and bunching alfalfa, is fast being supplanted by the side-delivery rake.

The grade of alfalfa hay is often adversely affected when all the raking is done with the dump rake. When wilted hay is raked with the dump rake the tendency is usually to make big, wide, and ragged windrows which bleach and overdry on top while the bottom of the windrow remains undercured and damp. Such windrows require extra handling to complete the curing which results in an eventual loss of leaves and color, or damp slugs of undercured hay will get into stacks or bales and cause fermentation and moldiness. In other cases, when dump rakes are used, the tendency exists to dry alfalfa so long in the swath, in order to provide uniform curing, that when

the raking and bunching are done the leaves are badly shattered. If it is planned to cure alfalfa mostly in the cock the dump rake is an efficient machine to use in bunching the windrows preliminary to cocking.

USE OF SIDE-DELIVERY RAKE

The side-delivery rake is specially adapted to making windrows of wilted and tough alfalfa that will aerate and cure uniformly with the minimum loss of leaves and color. (Fig. 2.) It rolls the hay into loose, cylindrical windrows, through which a better circulation

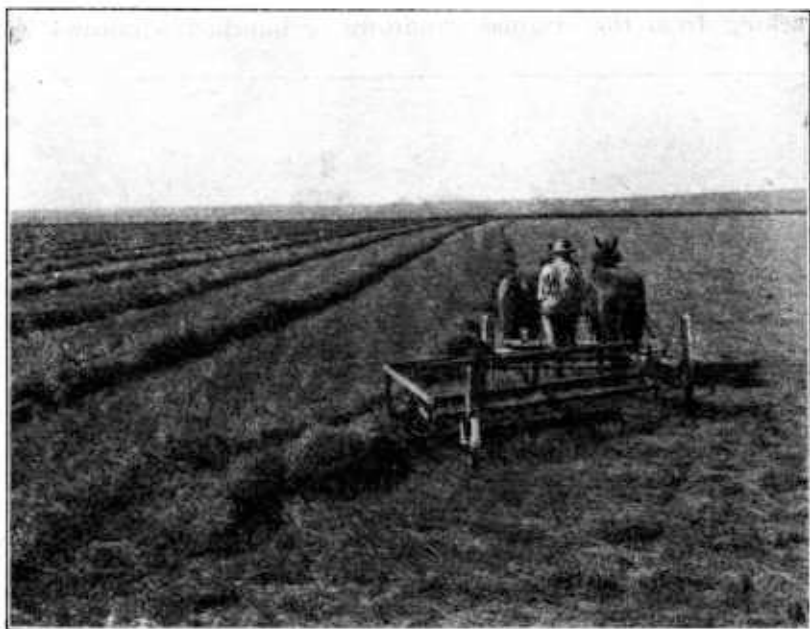


FIGURE 2.—Windrowing alfalfa hay with the side-delivery rake. Tough hay so raked aerates and cures uniformly with minimum loss of leaves and color. Rain damage is minimized. Uneven curing, bleaching, and leaf shattering often occur in windrows made with the dump rake

of air takes place than in the flat windrows made with the dump rake, thus facilitating evaporation. Many of the stalk butts are exposed to sun and wind, while most of the leaves are protected from overdrying within the roll, and will thus cling to the stalks. Furthermore, a large proportion of the leaves and stems will cure in such windrows without the bleaching which comes from direct exposure to sunlight in the swath or in the wide, flat windrows made with the dump rake. With light crops, double windrows are usually made, as back furrows are made in plowing, to facilitate gathering the hay with the loader or sweep rake, but with heavy crops it is best to make single windrows, which can be turned over with the rake, if necessary, to complete the drying on calm days or in case of rain damage.

Average crops of alfalfa hay wilted in the swath will cure almost as quickly in side-delivery-rake windrows as though fully cured

in the swath, and the grade of the hay is much superior. With very heavy cuttings, wilting in the swath, windrowing with the side-delivery rake, and finally turning the windrow with the rake, will allow the hay to cure more uniformly and rapidly than complete swath curing and will cause superior quality. The side-delivery rake is an essential machine in the production of high-grade alfalfa hay.

METHODS OF HANDLING ALFALFA HAY FROM WINDROW

Various methods are in vogue in the important alfalfa areas of the United States for the handling of windrowed hay, such as: (1) Stacking from the original windrows or bunched windrows with



FIGURE 3.—Gathering hay with the hay loader. The loss of leaves in gathering by this method with a large wagon rack and hay slings is usually less than when the hay is handled with sweep rakes

sweep rakes or hay sleds; (2) bunching and cocking, followed by stacking, with the cocks carried to the stacks by sweep rakes; (3) loading wagons from the windrows with the hay loader and hauling to barns or stacks, where unloading is done with slings or forks (fig. 3); (4) baling direct from windrows, using hay loaders and wagons or sweep rakes to move the hay from the windrows to the press; and (5) bunching and cocking, followed by baling from the cocks with a portable baler.

DIRECT STACKING OR DIRECT BALING

Direct stacking and direct baling are the methods most commonly employed in handling hay from the windrow. In these times of

relatively high wages and scarcity of farm labor the practice of cocking hay to sweat it in the field, or to insure it against rain damage, is not common. If large fields of hay are to be harvested, time and cost usually make it necessary for the manager to place greater reliance upon the side-delivery rake, the hay loader, the sweep rake and stacker, and upon the organization of his crew to provide rapid haulage and storage or baling, than upon the more expensive and tedious practice of cocking. But the practice of cocking alfalfa hay persists, and is necessary often, in sections that have much rainfall, heavy fogs or dews, or continuous high temperatures and dry atmospheric conditions which cause hay to overdry and bleach quickly in the swath or windrow.

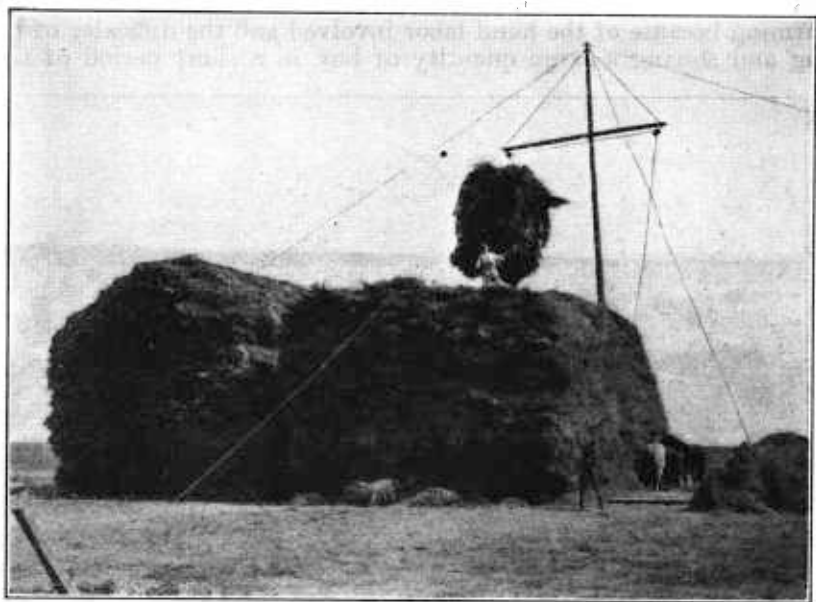


FIGURE 4.—Hauling alfalfa hay from the field on sleds and lifting it on the stack with slings keeps the hay free from dust and preserves its leafiness to a greater extent than when it is pushed to the stacks with sweep rakes. A high grade of alfalfa hay usually results when slightly tough hay is well stacked by these methods and then allowed to sweat prior to baling

SWEATING HAY BEFORE BALING

In the production of high-grade alfalfa hay for market there is no question but that sweating the hay in cocks or stacks prior to baling is most desirable. If the hay is cocked while tough, or stacked while slightly tough and then goes through a light to moderate sweat, it develops attractive aroma, the leaves are preserved in a clinging condition, and the hay when baled will ship long distances with practically no risk from heating. Either of these methods, moreover, allows considerable latitude in the condition of the hay at time of cocking or stacking, whereas in baling direct from the windrow, the grade of the hay may be seriously injured either by an overdry condition, which causes shattering and loss of leaves during the baling process, or by an undercured condition, which

results in bale sweating, heating, and moldiness if the bales are packed tightly in piles or cars.

COCKING AND BALING WITH PORTABLE BALER

In the arid regions of the United States where high temperatures usually prevail during the haying season, the practice of cocking tough alfalfa hay in large cocks, curing and partial sweating in the cocks for several days and then baling from the cocks with a portable press (fig. 5) is to be highly recommended to producers who plan to sell high-grade hay to the dairy trade. The method is ideal for the production of a clinging-leaf type of hay which also has fancy color except for the small quantity of hay that bleaches on the outside of the cocks. This method is not well adapted to extensive farming because of the hand labor involved and the difficulty of baling and storing a large quantity of hay in a short period of time

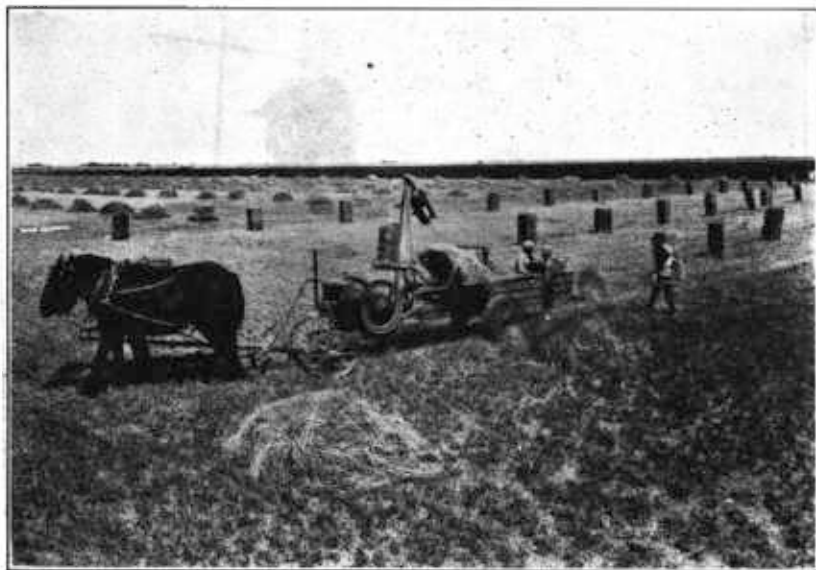


FIGURE 5.—Baling cocked alfalfa hay with a portable press in an arid region. If the hay is cocked while tough and cured a few days before baling a high-grade hay with distinctly clinging foliage usually results. Its value usually offsets the additional labor costs.

but on relatively small alfalfa farms it is a most profitable method if the grade and sale value of the hay are taken into consideration. Producers of market alfalfa hay in the arid and semiarid regions of the United States could profitably adapt this method to their local conditions in many instances.

STACKING AND BALING FROM STACKS

In the West North Central and Rocky Mountain States the practice of stacking alfalfa directly from the windrow while the hay is in a slightly tough condition is usually the most satisfactory method to follow year after year. This method, more than any other, lends itself well to the management of large fields. With sweep rakes and stackers, or with hay sleds, slings, and derricks, a large quantity of

hay can be secured against overdrying or rain damage in a comparatively short space of time.

Stacking and baling from stacks is considered usually to involve a somewhat greater labor expense than windrow baling, but many areas are subject to capricious local squalls and showers which come up unexpectedly and stop the work of a windrow-baling crew and damage hay in the windrows. A given hay crew can stack hay faster from the windrows than they can bale it. Thus the prompt stacking of hay is a constant safeguard against rain damage or overdrying so that through a period of years the smaller losses to stacked hay, as well as the better quality resulting from sweating, offset the somewhat lower costs for windrow baling.

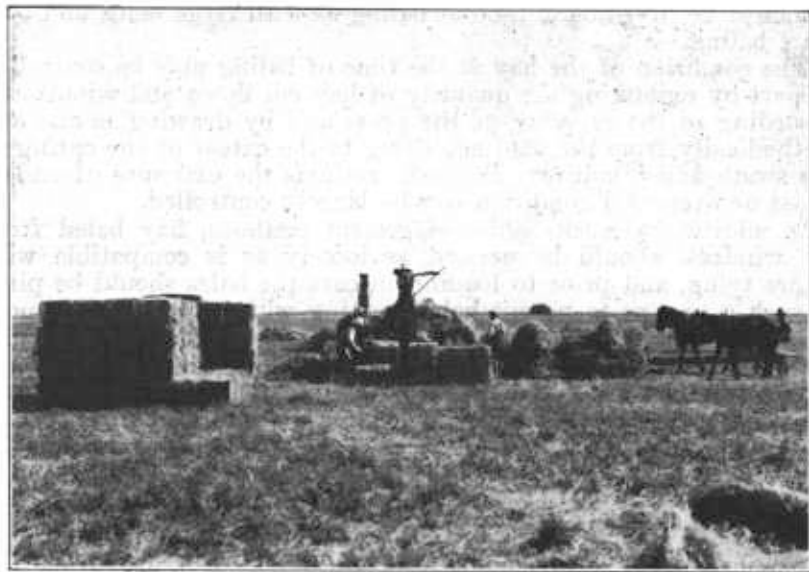


FIGURE 6.—Baling alfalfa hay. This is a good time to grade the hay. Unsound, very weedy, or otherwise off-grade bales that might injure the sale of a car lot should not be shipped. Hay baled from the windrow should be pressed as loosely as will permit secure tying and the bales should be piled on edge, bottom side against fold side, and allowed to go through a sweat before loading

Some of the highest-grade alfalfa hay produced in the country comes from districts where the hay is put up in large stacks with sleds and a derrick (fig. 4) and then allowed to sweat prior to baling. Hauling the hay from the field on sleds keeps the hay free from dust and grit and preserves its leafiness to a greater extent than when it is pushed to the stacks with sweep rakes.

BALING DIRECT FROM THE WINDROWS

Baling direct from windrows (fig. 6) is a popular practice among many producers of market alfalfa hay in both arid and humid regions because it saves some extra handling of loose hay, saves storage space for loose hay in barns or sheds in humid climates, and sometimes permits the rushing of hay into an early market or an under-

supplied market. Two methods are commonly employed. One is to push the hay with the sweep rake from windrows or bunches to the press and the other is to pick up the hay from the side-delivery rake windrows with a hay loader and wagon and then draw the wagon-load to the press.

The chief difficulty encountered in producing high-grade alfalfa hay by the windrow-baling method is that of getting the hay to the baler in the ideal condition for baling. Hay should be drier for baling than for stacking in order to avoid severe losses from subsequent bale sweating and heating. If baling awaits the ideal condition in a large field, however, some of the hay will overdry and shatter, and if tough hay is baled it is likely to heat and mold. With small fields and the privately owned press it is not so difficult to control the condition of the hay at the time of baling as with large fields and contract baling.

The condition of the hay at the time of baling may be controlled in part by regulating the quantity of hay cut down and windrowed according to the capacity of the press and by drawing in the hay methodically from the field according to the extent of the curing in the swath and windrow. By such methods the extremes of under-cured or overdried condition can be largely controlled.

In addition to such field-management methods, hay baled from the windrow should be pressed as loosely as is compatible with secure tying, and prior to loading in cars the bales should be piled in such a way as to permit bale sweating without the development of heat and mold. The bales should be allowed to remain in the pile until sweating is completed. By these methods high-grade alfalfa hay can be produced from windrow baling, although in most cases the quality factors of leafiness, color, aroma, and soundness can be more efficiently controlled by means of curing and sweating the hay in large cocks or stacks.

CHOICE OF BEST METHOD

The best method to employ in handling alfalfa hay from the windrow is contingent in most cases upon local conditions of climate, size of fields, and the character and availability of labor and storage space. It is possible to make high-grade alfalfa hay by any of these methods if the crop is cut at the proper stage of growth and thereafter handled according to the fundamental principles herein mentioned.

STORAGE OF LOOSE HAY TO RESIST WEATHER DAMAGE

BARN OR SHED STORAGE

In very humid climates the ideal storage method for loose alfalfa hay is in barns and sheds which will protect it from rain damage. By means of loaders, long racks, and slings, hay can be moved into such storage rapidly from the windrow with little hand labor. In a locality of heavy rainfall the construction of sheds equipped with carrier tracks and tackle for handling loose hay is often advisable and profitable for the producer who plans to market high-grade alfalfa hay. Such sheds permit thorough curing and sweating with-

out incurring rain losses during the storage period and are useful for baling operations and for the storage of baled alfalfa hay awaiting shipment.

STACK STORAGE

In the arid and semiarid regions storage in stacks is the cheapest and most practicable method for protection against weather damage, providing the stacks are well made and of large size. In many communities, however, where stacking is done with sweep rakes and overshot stackers (fig. 7) the desire to avoid pushing the hay long distances causes the building of many small, irregularly piled stacks in the field. (Fig. 8.) Such stacks expose relatively large exterior areas to weather damage, absorb much moisture from snow and rain, or may cause overdried hay in windy climates. Such stacks weather badly on the outside and often develop "stack spot" or white mold

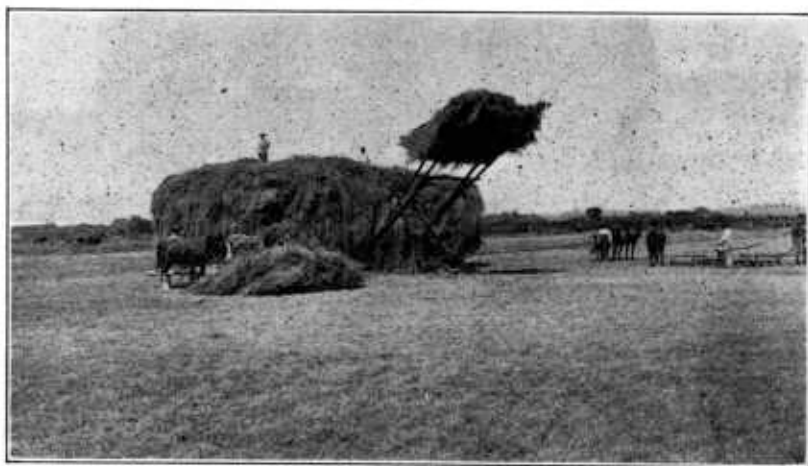


FIGURE 7.—Stacking alfalfa hay with sweep rakes and the overshot stacker. Symmetrical and weather-resisting stacks of 15 to 20 tons can be built by this method. The better grade of hay usually obtained from the large stack more than covers additional costs for pushing the hay farther than is necessary for the stack of 10 tons or less

in the depressions and pockets into which the rains and snows settle. When hay is baled from such stacks and shipped to market many car lots contain several grades each, and may contain a small percentage of Sample grade, unsound hay that will cause a severe discount in price on the entire car lot.

In the stacking of alfalfa hay intended for market the possible saving in labor from the practice of throwing up numerous small stacks in a field, as compared with the practice of building a small number of large, well-made stacks, is usually more than offset by the losses in quality. The small additional costs involved in pushing or drawing the hay far enough to build a large stack and in keeping two men on the stack to build a symmetrical, well-tramped stack (fig. 7) will be returned usually with an extra profit in the higher grade and increased sale value of the hay. The percentage of

weather-damaged hay on the outside of the stack to total stack tonnage is much less in large stacks than in small stacks. The risk of damage to the center of the stack is small if the stack is drawn out with side-wall bulges 3 to 4 feet above ground level, tramped solid in the center, and drawn to a peak at the top. In sections of considerable rainfall, a small load of wild hay or of wheat or rye straw

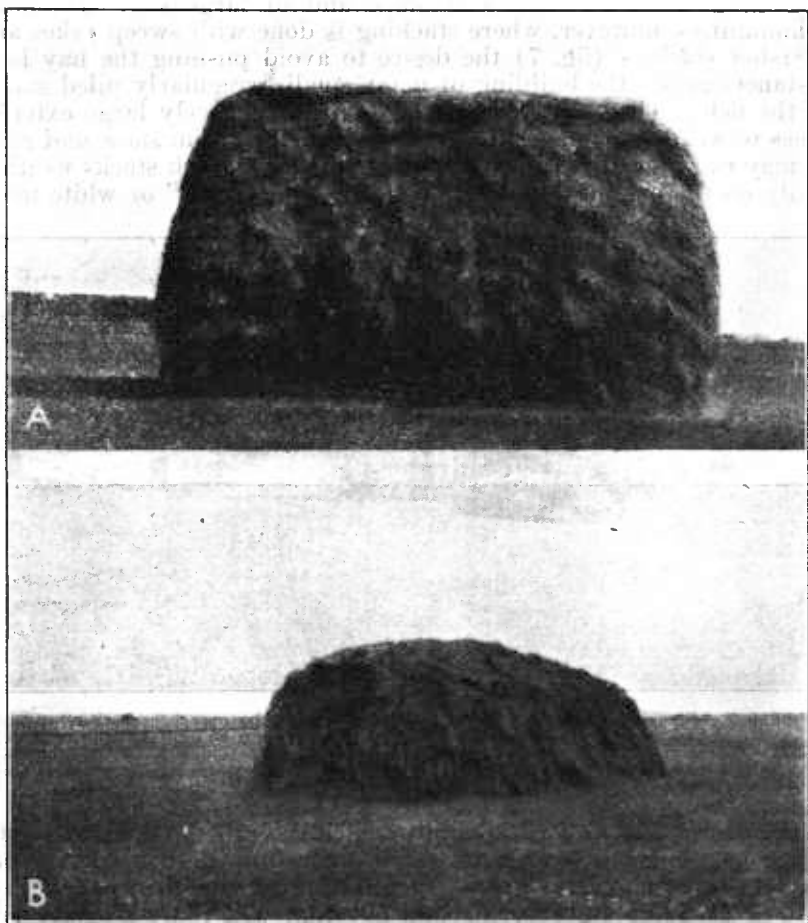


FIGURE 8.—A, A well-built stack, and B, a poorly built stack, both made with sweep rakes and the overshot stacker. Much low-grade alfalfa hay, some of which is unsound, is baled from small, poorly built stacks and shipped to the markets with little or no profit to the grower.

may be used to finish the peak of the stack and to spread over the top to assist in shedding rain and snow water.

SMALL STACKS WASTEFUL

Stacks of less than 15 tons (fig. 8) are not as resistant to the weather as larger stacks, yet many stacks of 5 to 10 tons are put up every year in the extensive alfalfa areas, and from such stacks many

car lots of U. S. No. 2 and U. S. No. 3 Alfalfa, mixed with some Sample grade, unsound alfalfa hay are shipped to market. Stacks of 15 to 20 tons can be built under most conditions with the popular sweep rake and overshot stacker equipment (fig. 7), providing the farm manager organizes his hay crew and his field work by proper methods.

As a matter of fact, the highest-grade alfalfa hay put up in the West North Central and Rocky Mountain States, where stacking is common, is found in those localities where it is a common practice to build stacks of 25 to 100 tons by means of hay sleds, slings, and derricks (figs. 5 and 9), with two or three men constantly on the stack to spread and tramp the hay into a symmetrical and weather-



FIGURE 9.—A large stack of alfalfa hay. A better grade of hay usually results when alfalfa is stacked in large, symmetrical, well-tramped stacks than when stacked in small stacks of less than 10 tons. The amount of weather-damaged hay is much less, the leaves cling better, and usually the hay has more aroma.

resisting stack. Producers who do not favor this method of stacking should build maximum-size stacks with the overshot or swing-around stackers if they wish to make a high-grade product.

STACK DIFFERENT CUTTINGS SEPARATELY

Each cutting of alfalfa should be stacked separately so far as possible in order to provide hay of uniform class and grade at time of baling. In the stacking of alfalfa intended for market it is poor policy to put two or more cuttings in the same stack because of the variations in leafiness, color, grass mixtures, or stem texture that may exist and that would cause variations in grade. Grade variations in stacks are very distinct in all cases where a stack is started with relatively coarse-stem first cutting, such as is common in the North Central and Rocky Mountain States and then built up and finished later in the year with second and third cutting hay having finer stems and a higher degree of leafiness. Similar distinct variations in class or grade occur when the midsummer cuttings,

which often contain pigeon grass or water grass, are mixed with alfalfa of greater purity from the spring and autumn cuttings. Whenever it becomes necessary to top a stack with hay of a different cutting from that which is contained in the body of the stack, the different parts of the stack should be baled and piled separately.

BALING PRACTICE

SIZES OF BALES PREFERRED IN MARKETS

Whenever the individual producer, a neighborhood group of producers, or others interested in the baling of hay are considering the purchase of a hay press it is wise to select that type of press that will make bales of the size and weight best adapted to the demands of the terminal markets in which the hay is to be sold. Certain hay markets in the United States favor certain types and sizes of bales and are prejudiced against other types. For example, New York City and Boston prefer the upright, box-pressed bale weighing 190 to 220 pounds. San Francisco also prefers the big box-pressed bale for the steamer shipments to the Atlantic seaboard. Philadelphia and Cleveland have a preference for the medium size, 17 by 22 inches, perpetual-press bale, tied with three wires, and weighing 125 to 150 pounds. Chicago, St. Louis, Kansas City, Omaha, and the southern markets are accustomed to handle the perpetual-press bales, either 17 by 22 or 14 by 18 inches, but prefer the smaller bale weighing 80 to 90 pounds. The shipper or producer will always benefit by catering to the preference of his market. He can not afford to ignore the established market demands.

MAKING ATTRACTIVE BALES

Neatness and tight tying of the bales are other important features of hay marketing. Ragged, loose, or unevenly tied bales are sometimes discriminated against in price, because they give the car lot an unattractive appearance, and because they are liable to be broken when handled. It pays to give thought and care to the feeding of the press, to its tension, and to the tying. Press feeders should be instructed to throw out the occasional bunches of coarse weeds, sweet clover, and spoiled hay that are often found mixed with good hay. The car-door appearance and sale value of a lot of good hay can be injured by the presence of a few bales containing slugs of weeds or spoiled hay.

When hay is baled from the stack the utmost care should be taken to remove the weathered top and sides of the stack prior to baling. Moldy or stack-burned hay which is occasionally found in the center or at the bottom of the stack should not be fed into the press. A relatively small percentage of such stack-injured and low-grade hay will spoil the general appearance of a baled lot of good hay, and may cause a loss of price for the entire lot.

CONDITION OF HAY AT TIME OF BALING

The condition of hay at time of baling is of the utmost importance. It is folly to bale hay from windrows, cocks, or stacks that are damp from rain or snow or that are distinctly undercured. To do so invites

a shipper's loss from hot and moldy hay. Heavy and tightly compressed bales are the cause of many severe losses in slightly tough and unsweated hay baled from windrows and cocks. Unsweated and slightly undercured hay should be baled as loosely as is compatible with the making and tying of a bale that will stand subsequent handling and shipment without breaking open. Loosely pressed bales of slightly undercured hay will permit bale sweating to take place without the development of extreme heat and mold, whereas hay of the same condition, pressed into tight, heavy bales, is almost certain to develop must or mold inside the bales, and often large numbers of bales will spoil throughout.

In hot, dry climates, or in windy climates, the baling of alfalfa hay during hours of high temperature or steady winds will often cause such a severe shattering of the leaves as to lower the grade from U. S. No. 1 Alfalfa to that of U. S. No. 2 Green Alfalfa, the latter grade being a good milling hay but a poor type of dairy hay.

In baling as well as in curing operations consideration must be given to the preservation of leafiness. Much attention is given to this matter in a number of western communities which specialize in the production of alfalfa hay for the dairy trade, and all baling is done in the early morning or late evening hours, when temperatures are relatively low and humidity is relatively high. Without question such baling methods are profitable. The bales so made are leafier, and the leaves cling better than in the case of bales made during midday hours. A local adaptation of this practice can be made to advantage in all areas that produce alfalfa hay for market, so that the baling may be done during such hours of the day or such seasons of the year as are most favorable to the preservation of leafiness.

BALING STACKED HAY

In the West North Central and Rocky Mountain States, where the stacking of alfalfa hay is a common practice and where rains and snows often cause damage to a portion of the stacks, it would pay the producers and shippers well to bale large quantities of the hay intended for market at the most favorable baling seasons and then to store the bales in sheds or warehouses until the owners are ready to ship. By such methods the considerable losses in quality suffered each season from weathering, stack spot, or shattered leaves could be largely avoided. A higher average grade of hay would result that would attract many profitable orders for the community.

Weather conditions permitting, the most favorable time to bale stacked hay is just at the close of the sweating period. At this time the stacks have not been subjected to much, if any, weather damage, and the hay is sufficiently tough to preserve clinging foliage in the bales, providing the baling is not done during hours of very high temperatures nor on very windy days.

STORAGE OF BALED HAY

In advance of the most active shipping seasons the storage of baled hay is a practice which has distinct business advantages for the producer and shipper. Often in the stormy winter or early spring months unforeseen shortages arise in hay-consuming districts which

cause the sudden placing of many orders for immediate shipments, and the distributing markets become unusually active. Whenever these conditions arise those shippers who have many car lots of well-cured, baled hay under roof (fig. 10) and close to railway sidings are in a position to fill rush orders several days sooner than the shippers who must bale from stacks or possibly must haul hay over bad roads before shipment can be made. The ability to load promptly plus the ability to load well-cured, sound hay of high-grade and attractive appearance, means maximum prices and satisfactory sales.

The development of baling, storage, and sales methods of this character means the eventual development of a community reputation for prompt shipments of high-grade hay which will bring a demand for hay from every consuming district within the freight-rate zone which favors hay movements from the producing area.

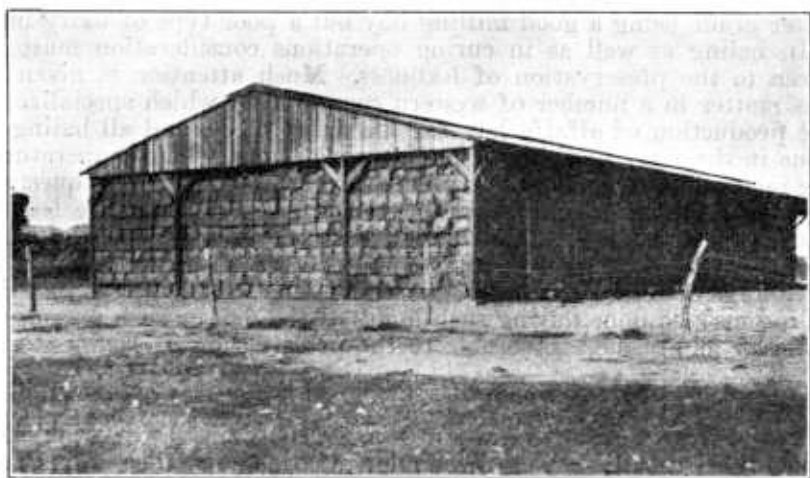


FIGURE 10.—A storage shed for baled hay. Storage in advance of the most active shipping seasons usually reduces loss from weather damage and permits baling during days favorable to preservation of quality. It facilitates quick loading during periods of storm, impassable roads, and unforeseen shortages. Ability to confirm an order for hay for immediate shipment often means a satisfactory sale at the maximum price

ADVANTAGES OF FARM-OWNED PRESSES

Baling operations essential to the production of high-grade hay are much easier to control when the press is individually owned and operated under the personal direction of the farm manager. Under these conditions it is possible to control the condition of hay at the time of baling, the elimination of spoiled hay and trash when feeding the press, and the size, weight, and tying of the bales, much better than when the baling is done under a contract arrangement. Baling outfits that work by contract are always chiefly interested in tonnage per day. Therefore it is often difficult to obtain the same high grade of hay from such baling as is possible from the operation of individually owned presses. This is especially true in all cases of baling from windrows or cocks whenever the contract outfit is not available at those hours when the hay is in prime condition for baling. Alfalfa producers who plan the specialized production of market hay will

find it profitable in most cases to own and operate their own small power presses.

If contract baling is employed the owner of the hay can well afford to devote his time to the general superintendence of the work and to direct personally the raking of stacks, the throwing aside of spoiled hay and trash by the feeders, the tension of the press, and the tying of the bales, to conform to his needs and plans.

GRADE HAY AT BALING TIME

At the time of pressing, an ideal opportunity is given the manager to cull out any unsound, very weedy, or otherwise off-grade bales, as they come from the press, and to pile the bales according to grade. (Fig. 6.) At this stage in the preparation of hay for market, it costs practically nothing to sort the bales into piles of approximately uniform class and grade, and thus make it possible subsequently to load uniform car lots or truck loads of hay without any additional expense for sorting, or without the necessity for slowing up the work of loaders in order to cull out the unsound, weedy, or off-grade bales. As a matter of fact, if care is not taken to do the sorting and culling at the press it rarely is done in the rush and hurry of loading. Thus the lot may go to market containing a number of unsound or off-grade bales that will depreciate the sale value of the entire lot.

PILING BALES OF UNSWEATED HAY

RISKS IN SHIPPING UNSWEATED HAY

In the great majority of cases it is a very dangerous practice to load newly harvested and unsweated alfalfa hay into box cars. Thousands of car lots of slightly undercured and unsweated alfalfa hay are annually shipped to the terminal or reconsignment markets, especially during the summer months, which arrive hot or heating and sometimes musty and moldy. The fully hot or the moldy hay often represents a serious loss to the shipper as the dealer can not recondition it, and buyers for such hay are few in number. The dealers can not even place the warm, sweating car lots on orders from out-of-town customers until the hay has been cooled, sorted, and reconditioned because of the danger from heating and from mold development in transit. Reconditioning, either on the hay tracks or at warehouses, takes time and costs money, and so the costs and losses are naturally and justifiably reflected in the prices paid to the shipper for such hay.

A certain quantity of baled alfalfa hay that is heating and sweating finds a sale at the terminal markets to dairymen who have the facilities to pile and store hay where it can be reconditioned and sweated and who want to take advantage of the comparatively low prices usually prevailing for this kind of hay. Many other dairy feeders, however, do not want to bother with unsweated hay because of the risks involved in handling or (if the hay is wanted for immediate use) because dairy cattle, as a rule, do not relish hay in the process of sweating as well as hay that is completely sweated.

As a general rule, therefore, the marketing of undercured and unsweated alfalfa hay is comparatively unprofitable to the producer and shipper. A few exceptions to this general rule can be found, notably in the preparation of alfalfa hay for immediate consumption

in rabbitries, but in the vast majority of cases a relative loss in profits results from the marketing of undercured alfalfa hay.

METHODS FOR SWEATING HAY IN BALES

Producers who wish to bale alfalfa hay from windrows or from cocks that have been made only a few days can profit in practically all cases by piling the bales in such a way as to provide for some aeration and to permit bale sweating prior to loading and shipping. The bales should be piled on edge, with the bottom or chaff side of one bale laid on the top or fold side of another bale. This permits heat and moisture to escape during the process of fermentation much better than when the bales are piled with the flat side of one bale against the flat side of another. In building the pile a few narrow, open spaces should be left between the vertical tiers in order to facilitate aeration. When newly harvested alfalfa is baled in loose bales and piled by these methods the normal and inevitable sweating will take place without the development of such discolorations, caking, or moldiness as commonly develop when such hay is loaded into cars immediately after it has been baled.

If piles of bales are made in the field the use of tarpaulins or straw coverings is necessary at times to protect the bales from rain damage. Wherever the operations are on an extensive scale in humid climates the construction of one or more cheap storage sheds is warranted. Bales piled in the field in arid climates quickly bleach to a yellow color on the outside of the pile, but as the amount of bleached bale surface is very small in proportion to the total bale surface in the pile the color of the entire lot is rarely affected sufficiently to affect the grade by color.

LOADING CARS

Numerous car lots which arrive in the markets in a wet, damp, or hot condition during the autumn and winter seasons contain alfalfa hay that was properly cured and sweated but which became wet from snow or rain while being hauled and loaded into the cars. Hay that has become wet or damp in this way will sometimes develop heat and mold when packed tightly in box cars even though freezing temperatures prevail while the hay is in transit. In the United States standards, wet, heating, hot, or moldy hay is graded Sample grade, and its sale value is lower, of course, than dry, sound hay in good shipping condition. Shippers should always conduct hauling and loading operations only during days of fair weather.

LOADING NEWLY HARVESTED HAY

In loading bales of newly harvested and tough alfalfa hay the bales should always be set on edge in the cars with the bottom or chaff side of one bale laid against the top or fold side of another. In building up the vertical tiers of bales a few narrow spaces should be left here and there in the load to permit some aeration and the escape of heat and moisture in case fermentation starts during transit. Many cars of slightly tough alfalfa go out of condition during transit because the bales were piled flat side against flat side and were very tightly packed in the car. Careful piling on edge is of material assistance in minimizing such losses.

LOADING THE DOORWAYS

In loading bales in the doorways many shippers make the mistake of allowing the flat or bottom sides of the bales to face outward. (Fig. 11, A.) Such doorway loading is unworkmanlike and disadvantageous to the shipper for two principal reasons. In the first place the flat or bottom sides of the bales appear either stemmy or chaffy and thus give the doorway hay the poorest possible appearance in the eyes of the buyer, who gets his first impression of quality from the doorway bales. In the second place it is difficult for the hay inspector to appraise the leafiness of alfalfa from either the sides or bottoms of the bales. Judging alfalfa hay as to its leafiness is best done from the ends or topside of the bales.

For these reasons the best method to follow when loading in the doorway is to have the ends of the bales in each tier face outward. (Fig. 11, B.) Loading the bales thus in neat tiers gives the lot of hay an attractive appearance and permits the inspector to examine the leafiness quality more accurately in all cases in which only doorway inspections are possible.

LOADING CARS WITH HAY OF UNIFORM CLASS AND GRADE

The most important item of all in loading practice is to load cars with hay of uniform class and grade. Uniform loads (fig. 12) invariably sell for better prices than nonuniform loads, and sometimes the difference in price is substantial. Shippers should remember that dealers can not use nonuniform loads to fill definite orders for car lots of U. S. No. 1 Alfalfa, U. S. No. 2 Alfalfa, U. S. No. 2 Leafy Alfalfa, or any other definite grades. As a result, the nonuniform loads bring less money than the uniform loads and often sell on the basis of the lowest grade found in the car lot.

Shippers often criticise dealers and receivers of hay for settlements effected on car lots of this character, when, as a matter of fact, the entire fault is with the shipper for having loaded the car with hay of nonuniform grade. Buyers who order a car lot of alfalfa hay of any specific grade expect the delivery of a uniform load according to their specifications, and they are intolerant of mixed car lots. The greater number of controversies, rejections, and unforeseen expenses arising out of demurrage, telegrams, discounts, and diversions are caused by the nonuniformity of the load of hay. It is always profitable to load uniformly and always relatively unprofitable to load cars with part No. 1 and part No. 2 grade, or part No. 1 Alfalfa and part No. 1 Alfalfa Heavy Grass Mixed, or to "salt" or "plug" cars of sound hay with a few bales of unsound hay.

The reprehensible practice of facing the doorways with high-grade hay and loading low-grade hay in the ends of the car or in the tier of bales on the floor, is rarely profitable to the shipper. In most cases the deception is discovered when the car is plugged for inspection (fig. 12) or when unloading begins, after a doorway inspection. In either case settlement may be made on the basis of the lowest grade in the lot, or at best the settlement made for the low-grade portion of the lot is on the basis of the buyer's offer.



FIGURE 11.—A, The wrong way to load alfalfa hay bales in car doorways. When the flat or bottom sides of the bales face outward the bales appear either stemmy or chaffy and are therefore unattractive and difficult to inspect thoroughly; B, The right way to load alfalfa hay bales in car doorways to give the hay its most attractive appearance. When ends of bales face outward the buyer or inspector can see the leafy quality and can open and retie a bale in the lower tier to draw a sample. Bales of newly harvested hay should be loaded on edge, with the bottom side of one bale against the fold or top side of another

INVOICING A MIXED CAR LOT

Circumstances are such, at times, that it is impossible for the shipper to load a car lot of uniform class and grade. Under such circumstances it is always advisable to load the hay of one class or grade in one end of the car and the hay of another class or grade in the other end of the car. A tally should be kept of the number of



FIGURE 12.—A Federal hay inspector making a "complete inspection" of a car lot of alfalfa hay in a terminal market. A plug is taken from the bales in the doorways and from the ends of the car. Nonuniform loads often sell on the basis of the lowest grade in the car lot. It is always profitable to load hay of uniform class and grade

bales of each class or grade, and the bale count should be noted on the shipper's invoice. Buyers and dealers greatly appreciate this frank and businesslike procedure, and mixed car lots so invoiced always sell for a better price than when bales of various classes and grades are loaded in a mixed and disorderly way.

ORGANIZATION OF THE UNITED STATES DEPARTMENT OF AGRICULTURE

February 19, 1929

<i>Secretary of Agriculture</i>	W. M. JARDINE.
<i>Assistant Secretary</i>	R. W. DUNLAP.
<i>Director of Scientific Work</i>	A. F. WOODS.
<i>Director of Regulatory Work</i>	WALTER G. CAMPBELL.
<i>Director of Extension</i>	C. W. WARBURTON.
<i>Director of Personnel and Business Administration.</i>	W. W. STOCKBERGER.
<i>Director of Information</i>	M. S. EISENHOWER.
<i>Solicitor</i>	R. W. WILLIAMS.
<i>Weather Bureau</i>	CHARLES F. MARVIN, <i>Chief.</i>
<i>Bureau of Animal Industry</i>	JOHN R. MOHLER, <i>Chief.</i>
<i>Bureau of Dairy Industry</i>	O. E. REED, <i>Chief.</i>
<i>Bureau of Plant Industry</i>	WILLIAM A. TAYLOR, <i>Chief.</i>
<i>Forest Service</i>	R. Y. STUART, <i>Chief.</i>
<i>Bureau of Chemistry and Soils</i>	H. G. KNIGHT, <i>Chief.</i>
<i>Bureau of Entomology</i>	C. L. MARLATT, <i>Chief.</i>
<i>Bureau of Biological Survey</i>	PAUL G. REDINGTON, <i>Chief.</i>
<i>Bureau of Public Roads</i>	THOMAS H. MACDONALD, <i>Chief.</i>
<i>Bureau of Agricultural Economics</i>	NILS A. OLSEN, <i>Chief.</i>
<i>Bureau of Home Economics</i>	LOUISE STANLEY, <i>Chief.</i>
<i>Plant Quarantine and Control Administration.</i>	C. L. MARLATT, <i>Chief.</i>
<i>Grain Futures Administration</i>	J. W. T. DUVEL, <i>Chief.</i>
<i>Food, Drug, and Insecticide Administration</i> ...	WALTER G. CAMPBELL, <i>Director of</i> <i>Regulatory Work, in Charge.</i>
<i>Office of Experiment Stations</i>	E. W. ALLEN, <i>Chief.</i>
<i>Office of Cooperative Extension Work</i>	C. B. SMITH, <i>Chief.</i>
<i>Library</i>	CLARIBEL R. BARNETT, <i>Librarian.</i>

This bulletin is a contribution from

<i>Bureau of Agricultural Economics</i>	NILS A. OLSEN, <i>Chief.</i>
<i>Hay, Feed, and Seed Division</i>	W. A. WHEELER, <i>Principal Marketing Specialist, in Charge.</i>